

This listing of claims will replace all prior versions, and listings, of claims in the application:

**Listing of claims:**

1. **(Currently Amended)** A method of managing cost information by a fact based negotiation tool, comprising:

transmitting, to a plurality of suppliers, a request for product cost information for a product to be provided by the plurality of suppliers;

receiving product cost information from the plurality of suppliers, the product cost information containing a plurality of cost components for providing the product;

electronically storing the product cost information from the plurality of suppliers;

receiving a sales price for the product;

using the received sales price and the product cost information, calculating a profit margin for sale of the product if supplied by each of the plurality of suppliers;

displaying the calculated profit margins for sale of the product if supplied by each of the plurality of suppliers;

selecting one component of the plurality of cost components;

comparing a first value of said one component from a first supplier with a second value of the said one component of a second supplier for a plurality of product volumes of the product, at least one of the values being non-linearly related to the plurality of product volumes; and

negotiating a purchase cost for the product with the first supplier based on the first value and the calculated profit margin for a selected product volume from the plurality of product volumes.

2. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 1, wherein

the request for product cost information is transmitted to each of the plurality of suppliers;

the product cost information is received from each of the plurality of suppliers;

the profit margin for sale of the product is calculated for each of the plurality of suppliers; and

the displayed profit margins for sale of the product includes the profit margin calculated for each of the plurality of suppliers.

3. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 1, wherein

the request for product cost information is transmitted to the plurality of suppliers by electronic mail; and

the product cost information is received from the plurality of suppliers by electronic mail.

4. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 1, further including obtaining the product cost information from the plurality of suppliers by

providing a cost sheet listing cost components of the product to the plurality of suppliers; and

receiving the cost sheet containing costs for the cost components from the plurality of suppliers.

5. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 4, further including

providing the cost sheet to the plurality of suppliers by electronic mail;

receiving the cost sheet containing costs for the cost components from the plurality of suppliers by electronic mail; and

importing the costs for the cost components from the received cost sheet.

6. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 1, further including:

defining the product to be provided by the plurality of suppliers.

7. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 1, further including graphically displaying the cost information from the plurality of suppliers.

8. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 7, further including graphically displaying the cost information for the product for each of the suppliers.

9. **(Currently Amended)** A method of managing cost information by a fact based negotiation tool, comprising:

defining a plurality of products to be provided by a plurality of suppliers;

obtaining, from the plurality of suppliers, cost information for purchase of each of the products from the plurality of suppliers, the cost information containing a plurality of cost components for providing said each of the products;

receiving a sales price for each of the products;

determining a profit margin for sales of each of the products if supplied by the plurality of suppliers;

simultaneously displaying for each of the products the determined profit margins;

selecting one component of the plurality of cost components for one of the plurality of products;

comparing a first value of said one component from a first supplier with a second value of the said one component of a second supplier for a plurality of product volumes for said one of the plurality of products, at least one of the values being non-linearly related to the plurality of product volumes; and

negotiating, for said one of the plurality of products, a purchase cost with the first supplier based on the first value and the determined profit margins for a selected product volume from the plurality of product volumes.

10. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 9, wherein

the cost information for purchase of each product is obtained from each of the plurality of suppliers associated with the product;

for each product, the profit margin of the product is determined if provided by each of the plurality of suppliers associated with the product; and  
the displayed profit margins include determined profit margins for sales of each product for each of the plurality of suppliers associated the product.

11. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 10, further including obtaining the cost information for each of the products from the one or more suppliers by

requesting the cost information for each product from each of the plurality of suppliers by electronic mail; and

receiving the cost information for each product from each of the plurality of suppliers by electronic mail.

12. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 11, further including obtaining the cost information for the product from the one or more suppliers by

preparing a cost sheet for each product listing cost components of the product;  
and

providing the cost sheets to each of the plurality of suppliers to be completed with the cost information.

13. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 12, where the cost sheet for one of the products includes different cost components than the cost sheet for another of the products.

14. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 12, further including

preparing the cost sheet in an electronic format; and

providing the cost sheet to the one or more suppliers by electronic mail.

15. **(Currently Amended)** A method of managing cost information by a fact based negotiation tool, comprising:

defining a plurality of products for purchase, such that each product is associated with a plurality of suppliers that may provide the product;

obtaining cost information for purchase of each of the products from the plurality of suppliers associated with product, the cost information containing a plurality of cost components for providing said each of the products;

electronically storing the cost information for each of the products obtained from the plurality of suppliers associated with the product;

simultaneously displaying the cost information for two or more of the products;

selecting one component of the plurality of cost components for one of the plurality of products;

comparing a first value of said one component from a first supplier with a second value of the said one component of a second supplier for a plurality of product volumes for said one of the plurality of products, at least one of the values being non-linearly related to the plurality of product volumes; and

negotiating, for said one of the plurality of products, a purchase cost with the first supplier based on the first value for a selected product volume from the plurality of product volumes.

16. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 15, further including graphically displaying the cost information for each product.

17. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 15, wherein

the cost information for at least one product is obtained from each of the plurality of suppliers associated with the at least one product; and

the simultaneously displayed cost information includes the cost information for the at least one product and each supplier associated with the at least one product.

18. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 17, wherein the cost information for the at least one product is graphically displayed.

19. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 15, further including obtaining the cost information for each of the products from the plurality of suppliers by

requesting the cost information for each product from the plurality of suppliers by electronic mail; and

receiving the cost information for each product from the plurality of suppliers by electronic mail.

20. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 15, further including obtaining the cost information for the product from the plurality of suppliers by

preparing a cost sheet for each product listing cost components of the product; and

providing the cost sheets to the plurality of suppliers to be completed with the cost information.

21. **(Original)** The method of managing cost information by a fact based negotiation tool recited in claim 20, wherein the cost sheet for one of the products includes different cost components than the cost sheet for another of the products.

22. **(Previously Presented)** The method of managing cost information by a fact based negotiation tool recited in claim 20, further including

preparing the cost sheet in an electronic format; and

providing the cost sheet to the plurality of suppliers by electronic mail.

23. **(Currently Amended)** A fact based negotiation tool for providing information to help a user negotiate purchases, comprising:

a cost sheet preparation component for preparing and transmitting, to a plurality of suppliers, a request for product cost information for a product to be provided by the plurality of suppliers;

a cost information import component that receives and electronically stores product cost information provided by the plurality of suppliers in a database, the product cost information containing a plurality of cost parts for providing the product;

a view cost sheets component that displays product cost information provided by one of the plurality of suppliers; and

an analysis component that selects one part of the plurality of cost parts, compares a first value of said one part from a first supplier with a second value of the said one part from a second supplier for a plurality of product volumes, at least one of the values being non-linearly related to the plurality of product volumes, and negotiates a purchase cost for the product with the first supplier based on the first value for a selected product volume from the plurality of product volumes.

24. **(Previously Presented)** The fact based negotiation tool recited in claim 23, further including a compare costing component that displays product cost information provided by two or more of the plurality of suppliers can be displayed simultaneously.

25. **(Previously Presented)** The fact based negotiation tool recited in claim 23, further including an analyze margins component that receives a sales price for the product, uses the received sales price and the product cost information to calculate a profit margin for sale of the product if supplied by each of the plurality of suppliers, and displays the calculated profit margins for sale of the product if supplied by each of the plurality of suppliers.

26. **(Previously Presented)** The fact based negotiation tool recited in claim 25, further including a graph costs component that graphically displays the calculated profit margins and the product cost information provided by the plurality of suppliers.

27. **(Previously Presented)** The fact based negotiation tool recited in claim 25, further including a graph costs component that graphically displays the product cost information provided by the plurality of suppliers.

28. **(Previously Presented)** The fact based negotiation tool recited in claim 23, further including a database that stores product cost information provided by the plurality of suppliers.

29. **(Currently Amended)** A computer-readable medium having computer-executable instructions for performing steps comprising:

transmitting, to a plurality of suppliers, a request for product cost information for a product to be provided by the plurality of suppliers;

receiving product cost information from the plurality of suppliers, the product cost information containing a plurality of cost components for providing the product;

electronically storing the product cost information from the plurality of suppliers;

receiving a sales price for the product;

using the received sales price and the product cost information, calculating a profit margin for sale of the product if supplied by each of the plurality of suppliers;

displaying the calculated profit margins for sale of the product if supplied by each of the plurality of suppliers;

selecting one component of the plurality of cost components;

comparing a first value of said one component from a first supplier with a second value of the said one component of a second supplier for a plurality of product volumes of the product, at least one of the values being non-linearly related to the plurality of product volumes; and

negotiating a purchase cost for the product with the first supplier based on the first value and the calculated profit margin for a selected product volume from the plurality of product volumes.

30. **(Previously Presented)** The computer-readable medium recited in claim 29, wherein the instructions provide that:

the request for product cost information is transmitted to each of the plurality of suppliers;

the product cost information is received from each of the plurality of suppliers;

the profit margin for sale of the product is calculated for each of the plurality of suppliers; and

the displayed profit margins for sale of the product includes the profit margin calculated for each of the plurality of suppliers.

31. **(Previously Presented)** The computer-readable medium recited in claim 29, wherein the instructions provide that:



the request for product cost information is transmitted to the plurality of suppliers by electronic mail; and

the product cost information is received from the plurality of suppliers by electronic mail.

32. **(Previously Presented)** The computer-readable medium recited in claim 29, wherein the instructions provide that the step of obtaining the product cost information from the plurality of suppliers includes:

providing a cost sheet listing cost components of the product to the plurality of suppliers; and

receiving the cost sheet containing costs for the cost components from the plurality of suppliers.

33. **(Previously Presented)** The computer-readable medium recited in claim 32, further including instructions for performing the steps of:

providing the cost sheet to the plurality of suppliers by electronic mail;

receiving the cost sheet containing costs for the cost components from the plurality of suppliers by electronic mail; and

importing the costs for the cost components from the received cost sheet.

34. **(Previously Presented)** The computer-readable medium recited in claim 29, further including instructions for performing the step of defining the product to be provided by the plurality of suppliers.

35. **(Previously Presented)** The computer-readable medium recited in claim 29, further including instructions for performing the step of graphically displaying the cost information from the plurality of suppliers.

36. **(Previously Presented)** The computer-readable medium recited in claim 29, further including instructions for performing the step of graphically displaying the cost information for the product for each of the plurality of suppliers.